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**Exam** : **C\_S4CS\_2011**

**Title** : SAP Certified Application  
Associate - SAP S/4HANA Cloud  
- Sales Implementation

**Vendor** : SAP

**Version** : DEMO

**NO.1** Which activities can you execute in the Maintain Business Roles SAP Fiori app? There are TWO answers for this Question

- A. Assign authorization profiles to a business role
- B. Maintain general restrictions
- C. Assign business catalogs to a Business role
- D. Maintain catalog roles

**Answer:** A,C

**NO.2** What SAP Fiori app do you use to mass upload your customer master data to SAP S/4HANA Cloud?

Please choose the correct answer.

- A. Create PI Documents
- B. Maintain Business Partner
- C. Manage Your Solution
- D. Customer Master

**Answer:** B

**NO.3** What can you do with the Manage Sales Quotations app? (3)

- A. Execute the price determination for a selected sales quotation
- B. Search for sales quotations using a free text search
- C. Extend the validity period for a selected sales quotation
- D. Reject all items for a selected sales quotation
- E. Process output for a selected sales quotation

**Answer:** B,C,D

**NO.4** Which data objects are standard migration objects in SAP S/4HANA Cloud? There are THREE answers for this Question

- A. Plants
- B. Bank master data
- C. Sales organizations
- D. Customer open items
- E. Profit centers

**Answer:** B,D,E

**NO.5** You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud. Which of the following process steps is the shipping specialist responsible for? (2)

- A. Create outbound delivery
- B. Create batches
- C. Run Advanced Available-to-Promise
- D. Add freight costs

**Answer:** A,D

**NO.6** You are fulfilling customer orders on SAP S/4HANA Cloud. What is the function of the

delivering plant during this process? Please choose the correct answer.

- A.** To supply goods through multiple sales organizations
- B.** To assign the storage location to the sales organization
- C.** To link the distribution channel to the company code
- D.** To allow the system to determine multiple shipping points

**Answer:** A

**NO.7** You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud. What does the Create Credit Memo Request process step indicate? Please choose the correct answer.

- A.** Delivery of credit memo to the customer
- B.** Authorization to pass a credit
- C.** Intention to pass a credit to the customer
- D.** Customer's intention to buy the goods

**Answer:** C